



Professional Sales

Associate of Applied Science

Program description

With Highline’s Professional Sales degree, students will be prepared for careers in retail sales, customer service positions, related merchandising, and professional sales. [Learn More](#)

Key advisor

Cathy Cartwright,
ccartwright@highline.edu

Request a [faculty advisor](#).

Program map

The following program map contains recommended courses to complete your [AAS in Professional Sales](#) degree. This document does not replace meeting with an advisor. In order to discuss your educational goals and plans a meeting with an advisor is very important.

First block: Fall

Courses: 17 credits	Credits	Complete?
BUSN 199 - Orientation to Business	2	
BUSN 216 - Business Computer Applications, OR BSTE 120 – Introduction to MS Office Software	5	
BUSN 138 - Principles of Marketing	5	
CMST& 220 – Public Speaking	5	

Action items/milestones

- Meet with Pathway Advisor to confirm your Program of Study and Academic Plan

Second block: Winter

Courses: 15 credits	Credits	Complete?
BUSN 132 – Advertising	5	
BUSN 175 – Retailing	5	
BUSN 160 – Human/Labor Relations	5	

Action items/milestones

- Meet with Faculty Advisor prior to completion of 30 credits

Third block: Spring

Courses: 12 credits	Credits	Complete?
BUSN 188 – Importing and Exporting	5	
BUSN 134 – Principles of Sales	4	
BUSN 268 - Leadership	3	

Action items/milestones

- Meet with your advisor prior to completion of 45 credits

Fourth block: Summer

Courses: 15 credits	Credits	Complete?
BUSN 102 – Entrepreneurial Thinking for Success	5	
BUSN 165 – Managing Customer Service	5	
Business 238 - E-Marketing	5	

Fifth block: Fall

Courses: 15 credits	Credits	Complete?
BUSN 135 – Business Mathematics	5	
BUSN 125 – Exploring E-Commerce	5	
ENGL& 101 – English Composition I	5	

Action items/milestones

- Meet with Faculty Advisor at or prior to completion of 75 credits

Sixth block: Winter

Courses: 13-15 credits	Credits	Complete?
HOST 104 – The Art of Negotiation	5	
BUSN 270 – Principles of Management and Supervision	5	
ACCTG 121 – Practical Financial Accounting	5	
BUSN 299 - Business Capstone	1	

Action items/milestones

- Apply for graduation and register for commencement